

PARTNERSHIP FOR THE SOUNDS

Presentation to Natural and Economic Resources Appropriations Subcommittee

1. An overview of what your entity does, the programs it runs, services it provides, etc.

The Partnership for the Sounds (PfS) provides environmental education, tourism promotion, and support for community economic development on the Albemarle-Pamlico peninsula, specifically in Beaufort, Bertie, Hyde, and Tyrrell counties and surrounding areas.

Our primary focus is operating three educational/tourism facilities: the North Carolina Estuarium (Washington), the Roanoke/Cashie River Center (Windsor), the Columbia Theater Cultural Resources Center (Columbia); and assisting with the operation of the Walter B. Jones Center for the Sounds (Columbia) and the Octagon House (Hyde County). PfS facilities serve as focal points for tourism, environmental education, and community activities in our home localities and region. Goals for our facilities are to:

- serve as active partners with schools and other educational organizations in providing useful and accurate information for students;
- offer informative and entertaining exhibits and programs about the ecology and cultural history of the Albemarle-Pamlico region;
- stimulate tourism in order to support business development;
- work with an array of community partners and organizations to support their programs, festivals, and events;
- promote the natural and cultural resources of Albemarle-Pamlico Peninsula;
- encourage sustainable development and individual stewardship in Albemarle-Pamlico estuarine region.

Topics for our programs include estuarine ecology, wildlife, regional maritime heritage, Native American heritage, the past and future of regional agriculture and cuisine, sustainable development methods, artistic expression, and more. We also offer free boat tours at all our facilities, giving people of all income levels a chance to enjoy time on the beautiful waterways of this area.

PfS was established as a private nonprofit in 1993 and charged with building and operating a network of environmental education centers on the Albemarle-Pamlico peninsula. These centers were initially proposed by individual communities, but at the urging of legislative leaders and state officials the communities combined forces and gave their projects a regional scope by creating a public-private, multi-county, environmental-economic development organization.

PfS has used state, local, and private funds to build four separate facilities, an interpretive boardwalk, and assist in renovating/building three other sites. These facilities provide this remote region with a substantial tourism infrastructure that would otherwise be almost non-existent, and have a major impact on local tourism and community identity.

2. Performance measures, accomplishments, and/or benchmarks used to measure your progress

Upon the completion of the construction phase of all our facilities (the last was opened in 2000), our primary measure of progress has been attendance and activities at our facilities. For FY 2010, approximately 30,000 people visited our four primary facilities, and additional 26,000 visited a DOT-funded Visitor's Center that the Partnership operates in Columbia, NC.

In the small communities where we operate, those are significant numbers. At the North Carolina Estuarium alone in 2010, we had school classes attend from 19 different counties, and total visitation from:

- 83 of NC's 100 counties
- 48 U.S. states
- 19 foreign countries.

Among the groups and organizations we worked with in providing programming and logistical support this year were:

All local Chambers of Commerce
NC Big Sweep
Beaufort County Arts Council
APNEP
NC Aquariums
All local school systems
Duke Marine Lab
East Carolina University

All local Tourism Development Authorities
All regional local governments
Washington Harbor District Alliance
Historic Albemarle Tour
Goose Creek and Pettigrew State Parks
Roanoke River Partners
Beaufort County Community College

Prior to the establishment of PFS, the Albemarle Pamlico region had few well-designed and broadly interesting facilities for encouraging visitors to stop and explore in our small communities. Our projects work hand-in-hand with local goals of promoting sustainable economic development while protecting the vital natural resources of this region.

PARTNERSHIP FOR THE SOUNDS

2009/2010 BUDGET



DENR FUNDED					
2009/2010 Budget Analysis by Function	Total Facilities	% of Grand Total	Total Support	% of Grand Total	Total PfS % of Total Budget
Income					
<i>Interest Income</i>	-	0.00%	1,100.00	0.14%	1,100.00 0.14%
<i>State Appropriation</i>	438,505.00	55.82%	68,400.00	8.71%	506,905.00 64.53%
<i>Local Appropriation</i>	36,300.00		-		36,300.00 4.62%
<i>Fundraising, Contributions, etc.</i>	6,025.00	0.77%	10,775.00	1.37%	16,800.00 2.14%
<i>Sales, Admissions, and Programs</i>	125,900.00	16.03%	-	0.00%	125,900.00 16.03%
<i>Refunds and Reimbursements</i>	150.00	0.02%	-	0.00%	150.00 0.02%
<i>Fund Balance Appropriated</i>	3,680.00	0.47%	94,725.00	12.06%	98,405.00 12.53%
Total Revenues	610,560.00	77.72%	175,000.00	22.28%	785,560.00 100.00%
Expenses					
<i>Salaries and Related Expenses</i>	430,535.00	54.81%	143,640.00	18.29%	574,175.00 73.09%
<i>Governance</i>	-	0.00%	750.00	0.10%	750.00 0.10%
<i>Programs and Events</i>	9,125.00	1.16%	-	0.00%	9,125.00 1.16%
<i>Equipment and Repairs</i>	1,085.00	0.14%	1,450.00	0.18%	2,535.00 0.32%
<i>Gift Shop Expenses</i>	48,410.00	6.16%	-	0.00%	48,410.00 6.16%
<i>Grant Expenses</i>	-	0.00%	2,500.00	0.32%	2,500.00 0.32%
<i>Facility Operating Expenses</i>	105,725.00	13.46%	6,975.00	0.89%	112,700.00 14.35%
<i>Marketing, P/R and Promotions</i>	725.00	0.09%	250.00	0.03%	975.00 0.12%
<i>Other Operating Expenses</i>	14,955.00	1.90%	19,435.00	2.47%	34,390.00 4.38%
Total Expenses	610,560.00	77.72%	175,000.00	22.28%	785,560.00 100.00%
Revenues Over (Under) Exp.	(0.00)		(0.00)		(0.00)

**PARTNERSHIP FOR THE SOUNDS
2009/2010 Budget Analysis by
Function**

Income

Interest Income

State and Local Appropriations:

State Appropriation - DENR

Town of Columbia

Tyrrell County

Town of Windsor

Bertie County

Hyde County

Total State & Local Appropriations

Fundraising, Contributions, etc.:

Board Contributions

Food Lion Shop N Share

NCCF - Clark Endowment for NCE

Viewscope Contributions

River Roving/Roaming/Rambling

Karns Scholarship Donations

Fundraising Events and Projects

Donations - Special Events

Memorials

Donations/Sponsors - General

Total Fundraising, contributions, etc.

Sales, Admissions, and Programs:

Vending Machines

Rental Fees

Admission Fees

Gift Shop Sales

Special Program Fees

Total Sales, Adm. & Programs

Transfers and Other Sources:

Refunds and Reimb.

Fund Balance Appropriated

Total Transfers and Other Sources

Total Revenues

Total Facilities	% of Grand Total	Total Support	% of Grand Total	Total PfS	% of Total Budget
-	0.00%	1,100.00	0.14%	1,100.00	0.14%
438,505.00	55.82%	68,400.00	8.71%	25,862.50 506,905.00	64.53%
4,500.00	0.57%	-	0.00%	4,500.00	0.57%
12,500.00	1.59%	-	0.00%	12,500.00	1.59%
13,300.00	1.69%	-	0.00%	13,300.00	1.69%
3,000.00	0.38%	-	0.00%	3,000.00	0.38%
3,000.00	0.38%	-	0.00%	3,000.00	0.38%
474,805.00	60.44%	68,400.00	8.71%	543,205.00	69.15%
-	0.00%	100.00	0.01%	100.00	0.01%
-	0.00%	175.00	0.02%	175.00	0.02%
350.00	0.04%	-	0.00%	350.00	0.04%
300.00	0.04%	-	0.00%	300.00	0.04%
2,000.00	0.25%	-	0.00%	2,000.00	0.25%
1,000.00	0.13%	-	0.00%	1,000.00	0.13%
-	-	10,000.00	1.27%	10,000.00	1.27%
200.00	0.11%	-	0.00%	200.00	0.03%
100.00	0.01%	-	0.00%	100.00	0.01%
1,925.00	0.25%	500.00	0.06%	2,425.00	0.31%
6,025.00	0.77%	10,775.00	1.37%	16,800.00	2.14%
250.00	0.03%	-	0.00%	250.00	0.03%
7,650.00	0.97%	-	0.00%	7,650.00	0.97%
36,000.00	4.58%	-	0.00%	36,000.00	4.58%
79,500.00	10.12%	-	0.00%	79,500.00	10.12%
2,500.00	0.32%	-	0.00%	2,500.00	0.32%
125,900.00	16.03%	-	0.00%	125,900.00	16.03%
150.00	0.02%	-	0.00%	150.00	0.02%
3,680.00	0.47%	94,725.00	12.06%	98,405.00	12.53%
3,830.00	0.63%	94,725.00	54.13%	98,555.00	12.55%
610,560.00	77.72%	175,000.00	22.28%	785,560.00	100.00%

**PARTNERSHIP FOR THE SOUNDS
2009/2010 Budget Analysis by
Function**

Expenses

Salaries and Related Expenses:

Total Salaries and Related Exp.

Governance:

Board of Directors

Advisory Council

Total Governance

Programs and Events:

Contract Services

River Roving, Rambling, Roaming

Educational Supplies

Hospitality

Marketing and Advertising

Scholarships

Special Programs

Total Programs and Events

Equipment Purchases & Repairs:

General Equipment

Software Purchase/Upgrade

Total Equipment Purchases & Rep.

Gift Shop Expenses:

Gift Shop Inventory

Advertising

Gift Shop Related

Gift Shop Sales Tax

Charge Card Service

Total Gift Shop Expenses

Special Project Expenses

Facility Operating Expenses:

Curatorial Expense

Emergency Management

Total Facilities	% of Grand Total	Total Support	% of Grand Total	Total PFS	% of Total Budget
430,535.00	54.81%	143,640.00	18.29%	574,175.00	73.09%
-	0.00%	600.00	0.08%	600.00	0.08%
-	0.00%	150.00	0.02%	150.00	0.02%
-	0.00%	750.00	0.10%	750.00	0.10%
1,500.00	0.19%	-	0.00%	1,500.00	0.19%
3,250.00	0.41%	-	0.00%	3,250.00	0.41%
525.00	0.07%	-	0.00%	525.00	0.07%
100.00	0.01%	-	0.00%	100.00	0.01%
50.00	0.01%	-	0.00%	50.00	0.01%
900.00	0.00%	-	0.00%	900.00	100.00%
2,800.00	0.36%	-	0.00%	2,800.00	0.36%
9,125.00	1.16%	-	0.00%	9,125.00	1.16%
325.00	0.04%	-	0.00%	325.00	0.04%
760.00	0.10%	1,450.00	0.18%	2,210.00	0.28%
1,085.00	0.14%	1,450.00	0.18%	2,535.00	0.32%
39,750.00	5.06%	-	0.00%	39,750.00	5.06%
705.00	0.09%	-	0.00%	705.00	0.09%
545.00	0.07%	-	0.00%	545.00	0.07%
6,090.00	0.78%	-	0.00%	6,090.00	0.78%
1,320.00	0.17%	-	0.00%	1,320.00	0.17%
48,410.00	6.16%	-	0.00%	48,410.00	6.16%
-	0.00%	2,500.00	0.32%	2,500.00	0.32%
2,050.00	0.26%	-	0.00%	2,050.00	0.26%
300.00	0.04%	-	0.00%	300.00	0.04%

**PARTNERSHIP FOR THE SOUNDS
2009/2010 Budget Analysis by
Function**

Exhibit Improvements
Exhibit Maintenance
Insurance
Janitorial
Lawn Care
Repairs and Maintenance
Security
Internet\DSL
Telephone
Utilities, Rent, Storage & Moving
Total Facility Operating Expenses

Marketing, P/R and Promotion:

Chamber Dues
Total Marketing, P/R & Promotion

Other Operating Expenses:

Bank Service Charges
License
Meetings/Conferences
Office Supplies
Postage
Printing
Professional Fees
Publications
Seminars and Training
Subscriptions
Travel
Travel Exp for Vehicles - gas, insp, lic
Vehicle Repair
Uniforms
Volunteer Related Exp/Contingency
Total Other Operating Expenses

Total Expenses

Revenues Over (Under) Exp.

Total Facilities	% of Grand Total	Total Support	% of Grand Total	Total PFS	% of Total Budget
100.00	0.01%	-	0.00%	100.00	0.01%
1,200.00	0.15%	-	0.00%	1,200.00	0.15%
27,770.00	3.54%	1,375.00	0.18%	29,145.00	3.71%
9,215.00	1.17%	1,550.00	0.20%	10,765.00	1.37%
1,900.00	0.24%	-	0.00%	1,900.00	0.24%
5,350.00	0.68%	250.00	0.03%	5,600.00	0.71%
1,155.00	0.15%	-	0.00%	1,155.00	0.15%
3,580.00	0.46%	1,000.00	0.13%	4,580.00	0.58%
6,955.00	0.89%	2,800.00	0.36%	9,755.00	1.24%
46,150.00	5.87%		0.00%	46,150.00	5.87%
105,725.00	13.46%	6,975.00	0.89%	112,700.00	14.35%
725.00	0.09%	250.00	0.03%	975.00	0.12%
725.00	0.09%	250.00	0.03%	975.00	0.12%
-	0.00%	1,950.00	0.25%	1,950.00	0.25%
50.00	0.01%	50.00	0.01%	100.00	0.01%
100.00	0.01%	970.00	0.12%	1,070.00	0.14%
1,350.00	0.17%	1,690.00	0.22%	3,040.00	0.39%
835.00	0.11%	2,000.00	0.25%	2,835.00	0.36%
70.00	0.01%	1,745.00	0.22%	1,815.00	0.23%
-	0.00%	5,680.00	0.72%	5,680.00	0.72%
-	0.00%	225.00	0.03%	225.00	0.03%
-	0.00%	850.00	0.11%	850.00	0.11%
100.00	0.01%	190.00	0.02%	290.00	0.04%
9,000.00	1.15%	4,085.00	0.52%	13,085.00	1.67%
1,075.00	0.14%	-	0.00%	1,075.00	0.14%
550.00	0.07%	-	0.00%	550.00	0.07%
50.00	0.01%	-	0.00%	50.00	0.01%
1,775.00	0.23%	-	0.00%	1,775.00	0.23%
14,955.00	1.90%	19,435.00	2.47%	34,390.00	4.38%
610,560.00	77.72%	175,000.00	22.28%	785,560.00	100.00%
(0.00)		(0.00)		(0.00)	

PARTNERSHIP FOR THE SOUNDS, INC.
Funds Held in Cash

	<u>As of 2/4/2011</u>
Checking/Savings	
Operating Checking Accounts	\$ 74,812.78
Business Investors Deposit Account	356,559.59 *
Total	<u>431,372.37</u>
Donor Restricted Donations	(6,122.00)
Restricted Adopt A Class Funds	(10,000.00)
Restricted Memberships	(63,760.58)
Restricted Fund Balance	(152,824.00)
Restricted Capital Funds	<u>(171,626.24)</u>
	<u>(404,332.82)</u>
Balance In Operating Funds	<u><u>\$ 27,039.55</u></u>

* DENR funding paid in quarterly installments. 1st & 2nd Qtr payments have been received and expended. Restricted funds are used as cash flows reserves.

PARTNERSHIP FOR THE SOUNDS, INC.

FY 2009-2010 Information

Question #

5 See FY 2009-2010 Budget - Total Support (Question #3) 22.28%

6 Employees:

6a 18 full time equivalents

6b Paid from DENR funds - Top 5 Employees:

Executive Director \$ 61,083

Deputy Director for Programs & Facilities 47,961

NC Estuarium Manager 37,078

Deputy Director for Admin & Finance 35,088

Finance Officer 34,714

\$ 215,924

6c Benefits for full time employees:

Employer Paid Health Insurance

Employer Paid Life Insurance

Employer Paid Dental Insurance

Employer Paid Vision Insurance

Employee Paid Dependent Coverage - Health, Life, Dental
and Vision

Benefits for all employees who meet requirements:

SIMPLE IRA retirement plan - Employer matches up to 3%

7 Board Operations

7a # of Board Members 12

7b 6/30/10 Expenses - postage, printing, meeting exp. \$ 750

7c Board meets monthly.

7d Board receives no compensation, travel or other payments.
Volunteer service.

8 Use of State Funds - See FY 2009-2010 Budget (Question #3)

8a % and \$ amount - Administrative Expenses \$ 175,000
22.28%

8b % and \$ amount - Program Expenses by Program
Operation of Facilities \$ 610,560
77.72%

8c % and \$ amount - other, non-grant making N/A